



DISCLAIMER

- Ideas proposed are subject to change. The Solicitation itself is the **only** document that should be relied on in determining what the Navy's requirements are.

Support Services Acquisition Program Office (SSAPO)



Brief to Industry

26 April 2000



AGENDA

- Introduction
- NAVSEA Executive Committee Decision
- Challenges
- Savings Toward the Wedge
- Metrics
- NAVSEA02 Web Site
- Follow-on Questions, Comments, or Feedback
- Questions *and* Answers



INTRODUCTION



Mr. Pat Tamburrino
Deputy for PEO Submarines



PURPOSE

- Provide update since last forum
 - Review NAVSEA Executive Committee Decisions
 - Outline Plans to achieve Objectives
- ➡ *Questions entertained following brief*



OBJECTIVES

- Contribute to NAVSEA's share (\$1.0B) of the NAVY's \$5.0B Competitive Sourcing Wedge
 - ➡ *\$250M from PSS (FY01 -05)*
- Meet PSS needs of PEO/Directorates (PEOs/D)



NEC DECISION

- A working group has been established to set up Multiple Award Contracts (MACs), develop a detailed transition plan for existing Professional Support Service (PSS) contracts, and develop a follow-on implementation plan

➤ *The Working Group*

- ▢ Support Services Acquisition Program Office (SSAPO)



SSAPO PROGRAM OFFICE



Mr. Jim Bailey
SSAPO Program Manager



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Snapshot as of today...



NEC DECISIONS

- SSAPO shall set up MACs, transition plan, and follow-on implementation plan
- PEO/Directorates (PEOs/D) will perform integration analysis
- NAVSEA to address the 1% surcharge on services procured from GSA



NEC DECISION #1

➤ SSAPO shall:

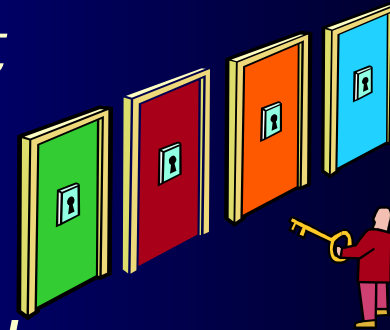
- *Set up the Multiple Award Contracts (MACs)*
- *Develop a detailed transition plan*
- *Develop follow-on implementation plan*

Note: *MACs as used herein are only intended for NAVSEA use.*



CONCEPT

- Multiple contractors/teams awarded IDIQ contracts in each of the following functional areas
 - *Program Management*
 - *Engineering*
 - *Logistics*
 - *Financial Management*





CONCEPT

- Contracts awarded March 2001
- Plan to Issue a Draft RFP
- Fixed Price Task Orders
- Meet (*or exceed*) NAVSEA Small Business Goals



MULTIPLE AWARD CONTRACTS



- *Contractors can win awards in multiple/all disciplines,*
- *Contractors bid on only functional areas they choose, and are able to support, and*
- *MAC awards guarantees a minimum, and sets a maximum for each winning contractor or team*



HOW MANY CONTRACTS WILL BE AWARDED?

- We are proposing several contracts in each functional area, including contracts for:
 - *Small Business, and/or*
 - *Small Disadvantaged Business*



INITIAL IDIQ CONTRACT SELECTIONS?

- Required Source Selection Criteria:
 - *Price*
 - *Past Performance*
 - *Subcontracting Plan (Large Businesses only)*
- Potential discretionary source selection criteria:
 - *Technical/Corporate capability (Depth)*
 - *Experience supporting multiple NAVSEA programs (Breadth)*



DETAILED TRANSITION PLAN

- Inventory PSS Contracts:
 - *Scope*
 - *Government POC*
 - *\$ Value*
 - *Option dates and contract expiration*
- Coordinate effort with the Integration Analysis



WHAT ABOUT EXISTING CONTRACTS?

- Transition Plan will:
 - *Respect the integrity of current contract*
 - *Allow program team to determine transition of that vehicle*



TRANSITION PLAN

- *Transition to MACs as preferred method*
- *If MACs don't meet need:*
 - *GSA Schedules*
 - *Other NAVSEA contracts*
 - *Other Agencies' contracts*
 - *New contracts*



FOLLOW-ON IMPLEMENTATION PLAN

- Follow-on implementation plan will:
 - *Provide internal task order process*
 - *Include metrics*



NEC Decision #2

- *PEO/Directorates (PEOs/D) will perform integration analysis and certify their PSS requirements to SEA00*

A NEW PARADIGM

Horizontal & Vertical Requirements Integration



- We have traditionally bought “down” the functional stovepipes
- We now have to integrate down and across for maximum efficiency



INTEGRATION ANALYSIS GOAL?

- PEOs to review all support service contracting.
 - *Search for ways to streamline requirements*
 - *Eliminate redundancies*
 - *Certify Task Orders*
 - *Identify savings toward the wedge*



NEC Decision #3

- SEA 00 should request a lower surcharge on services procured from GSA
 - *Reduce the 1% companies pay GSA for NAVSEA work*
 - *Issue under discussion with GSA*



CHALLENGES

- Paradigm shift from cost type level of effort to fixed price completion
- Minimums in the IDIQ awards
- Integration analysis will require intensive effort across the PEOs/D



SAVINGS TOWARD THE WEDGE

- Measure internal savings by new process of contracting for PSS
- Savings through task order competition
- Savings through PEO/D integration analysis



METRICS

- Cost Savings
 - *Internal*
 - *Integration Analysis*
 - *Competition of Task Orders*
 - *Cycle Time*
- Customer Satisfaction
- Small and Socioeconomic Programs



NAVSEA 02 WEB SITE

NAVSEA WEB PAGE



<http://www.contracts.hq.navsea.navy.mil>

- Located on the “Contracts Directorate” homepage under “Hot News”
 - *Questions and answers from previous industry forum*
 - *Information from the CEWG*
 - *This presentation*



FOLLOW-ON COMMENTS... *or* QUESTIONS?

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QUESTIONS *and* ANSWERS

